

HIGH VOLUME OUTLETS

NOVEMBER: DORAL CARTON INSERT/ PROMOTION #701629

INSERTS (ITEM #534110, PACKED 100/SKU) WILL BE SHIPPED TO RETAIL REPS 10/20/97.
USE INSERT IN CONJUNCTION WITH NORMAL DISCOUNTING.

ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.

P.O.S. KITS include 2 Header Cards, 2 Side Cards, Poster.

UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.

(STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

162201	162280	436499	B&M SMOKE SHOP	RT 37 BOX 19	HOGANSBURG	NY	4
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	4
0	Total	(Will ship inserts to Sales Rep)					
162208	162220	624001	SMOKE SIGNALS	120 RIVER ST	PLAIN	PA	4
162208	162220	Total					
162209	162221	389353	SMOKIN JOES TOBACCO	EAGLE GLEN SQ	ESTROUDSBURG	PA	4
162209	162221	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 6	TANNERSVILLE	PA	4
162209	162221	Total					
162209	162222	412784	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	4
162209	162222	646088	TOBACCO ROAD 11	RT 550	HAMLIN	PA	4
162209	162222	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO	MOUNT POCONO	PA	4
162209	162222	Total					
162204	162223	635914	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	4
162204	162223	705046	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	4
162204	162223	674333	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	4
162204	162223	581942	SUSQUEHANNA BEV	SO MAIN STREET	HALLSTEAD	PA	4
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	4
162208	162224	516457	LAUBACH, INC	547 E 8TH ST	BERWICK	PA	4
162208	162224	Total					
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	2
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	2
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CENT	MATAMORAS	PA	4
162210	162227	Total					
162204	162228	676785	SMOKIN JOES	300 N ELMIRA ST	SAYRE	PA	4
162204	162228	269987	JIM'S GROCERY	1 ALICE STREET	BINGHAMTON	NY	4
162204	162228	750647	SMOKIN JOES	RTE 901	MINERSVILLE	PA	4
162204	162228	310108	SHEDDENS WHLS	RTE 14	FASSETT	PA	4

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ONSETS (ITEM #534110, PACKED 100/SKU) WILL BE SHIPPED TO RETAIL REPS 10/20/97.
USE INSERT IN CONJUNCTION WITH NORMAL DISCOUNTING.

ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.

P.O.S. KITS include 2 Header Cards, 2 Side Cards, Paster.

UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.

(STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

SR TERR	RR TERR	SISL	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY
✓	162228	Total					16
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DINE	NEDROW	NY	4
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOTH	NEDROW	NY	4
✓	162230	Total					8
162205	162235	243850 (*)	GIL MERRILL ENT, INC	55 CENTRAL PLAZA	ILION	NY	4
✓	162235	Total					4
162205	162236	685454	ONEIDA CASINO	RT 46	NEDROW	NY	4
162205	162236	700217	ONEIDA SMOKESHOP	RT 46 & TERRITORY RD	ONEIDA	NY	4
162205	162236	701565	SAV ON GAS	5233 PATRICK RD	ONEIDA	NY	4
✓	162236	Total					12
162201	162239	583694	J & B TOBACCO	ROUTE 37	HOGANSBURG	NY	4
162201	162239	130278	BEARS DEN SMOKESHOP	ROUTE 37	HOGANSBURG	NY	4
162201	162239	288243	BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY	4
162201	162239	496480	WOLF PACK GIFT	RT #37, BOX 121B	BOMBAY	NY	4
162201	162239	624567	TWIN LEAF GAS	ROUTE 37	HOGANSBURG	NY	4
162201	162239	715536	SPEEDWAY CONV	ROUTE 37	HOGANSBURG	NY	4
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	4
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	4
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	4
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	4
162201	162239	130280	OIONKWAONWE SMOKE S	ROUTE 37	ROOSEVELTOWN	NY	4
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	4
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	4
162202	162239	171473 (*)	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	4
✓	162239	Total					56

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 USE INSERT IN CONJUNCTION WITH NORMAL DISCOUNTING.
 ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.
 P.O.S. KITS include 2 Header Cards, 2 Side Cards, Poster.
 UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.
 (STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

SR	TERP	RETAILER	SIS	ADDN	NAME	ADDRESS	STATE	ZIP	DATE
162302	162320	494957	(*)	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	4	
162302	162320	657371	(*)	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	4	
162302	162320	524986	(*)	WELLS TRADING POST	RTE 30	WELLS	VT	4	
162320 Total									
162303	162322	618977		COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	4	
162322 Total									
162201	162323	492340		GAMENKHEH	PO BOX 85	ALTONA		4	
162301	162323	633761	(*)	MINOR'S DISCOUNT BEV	292 LAKE STREET	ST ALBANS	VT	4	
162301	162323	724066	(*)	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	4	
162323 Total									
162303	162324	130283		BEEBES SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	4	
162324 Total									
162302	162325	114561	(*)	NEXT DOOR	RT 7	POWAL	VT	4	
162302	162325	623997	(*)	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	4	
162302	162325	114544	(*)	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	4	
162302	162325	386834		N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	4	
162302	162325	114564		BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	4	
162325 Total									

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SR TERR	RR TERR	SIS	ADVERTISING DATE	ADDRESS	CITY	STATE	QUANTITY
162602	162622	601185	(*) 49 EXPRESS	409 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	742675	(*) ARROWHEAD SMOKE	852 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	197949	(*) JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	526968	(*) THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	598116	(*) T.P. DELI & FUEL	837 BLOOMINGDALE RD	BASOM	NY	2
162622 Total							10
162606	162623	035972	SENECA ONE STOP #010	BROAD ST	SALAMANCA	NY	2
162606	162623	509388	(*) ROSEINE'S	1832 BUSH RD	GOWANDA	NY	2
162606	162623	521674	(*) OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	2
162606	162623	128513	(*) SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2
162606	162623	536774	(*) JR'S SMOKESHOP	RT. 5 & LAKESHORE RD	IRVING	NY	2
162606	162623	440187	(*) TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	2
162606	162623	566889	(*) SANDY'S PLACE	RT. 438	GOWANDA	NY	2
162606	162623	687893	(*) NATIVE PRIDE	RT 20 & MILESTRIP	IRVING	NY	2
162606	162623	733079	(*) BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	2
162623 Total							18
162601	162626	422076	(*) NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	2
162601	162626	303562	(*) SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	2
162601	162626	349196	(*) JAY'S	5446 WALMORE RD	LEWISTON	NY	2
162601	162626	363986	(*) HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	2
162601	162626	790191	(*) MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	2
162626 Total							10
162606	162628	737880	(*) JWS ENTERPRISES III	665 BROAD ST	SALAMANCA	NY	2
162606	162628	675069	(*) COLDSRING SMOKE	W PERIMETER RD	STEAMBURG	NY	2
162606	162628	368567	(*) KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	2
162606	162628	675068	RICHARDS SMOKESHOP	W PERIMETER ROAD	STEAMBURG	NY	2
162606	162628	328435	(*) OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	2
162606	162628	482404	(*) KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	2
162606	162628	665431	(*) ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	2
162628 Total							12

0.776

0.779

0.795

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SKU	ITEM #	QTY	ACCOUNT NAME	ADDRESS	CITY	STATE	QTY
163805	163820	064556	(*) FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	6
163805	163820	103056	(*) TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	4
163805	163820	346403	(*) POST TIME	375 S BROADWAY	SALEM	NH	6
163805	163820	089422	(*) WORLD FAMOUS STATELINE	24 BRIDGE ST	PELHAM	NH	4
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	4
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	4
163805	163820	104514	(*) SHYERS LOBSTER POUND	RT 28	SALEM	NH	4
163805	163820	702662	(*) SIGNAL VARIETY	RT. 126	PLAISTOW	NH	7
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	4
163820 Total							43
163803	163821	643587	(*) CHAS GEM	RTE 10	WINCHESTER	NH	4
163803	163821	104065	(*) THE BIG S	48 MANNING HL	WINCHESTER	NH	4
163803	163821	230124	(*) BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	4
163803	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	4
163803	163821	104063	KULICKS SUPER MARKET	WARWICK RD	WINCHESTER	NH	4
163803	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	4
163803	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	4
163803	163821	733076	(*) RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	4
163821 Total							37
163802	163822	103182	(*) THE COUNTRY MILE	RT 31	GREENVILLE	NH	6
163802	163822	103172	RT. 13 STATELINE CON	RT. 13	BROOKLINE	NH	4
163802	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	4
163802	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	4
163822 Total							18
163807	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	4
163807	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	4
163823 Total							8
163807	163824	486298	(*) MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	4
163824 Total							4
163803	163825	605251	(*) 5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	4
163825 Total							4
163806	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRIS	LACONIA	NH	4

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SR	ITEM	TR	ITEM	SIC	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY
163806	163826	743970	(*)	CASE N KEG	MILL STREET	MEREDITH	NH		4
163806	163826	755792		CORNER MARKET	201/2 WALKER STREET	CONCORD	NH		4
163806	163826	643741	(*)	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH		4
163806	163826	579433		LACONIA SPA	65 CHURCH ST	LACONIA	NH		4
	✓ 163826 Total								21
163801	163827	679787	(*)	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT		4
163804	163827	317529		BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH		4
163804	163827	630255		T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH		4
	✓ 163827 Total								12
Grand Total									405

51854 8057

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ONSETS WILL BE SHIPPED TO SALES REPS IF NO RETAIL TERRITORY IS LISTED

SR TERR	RE TERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY
162201	162239	583694	J & B TOBACCO	ROUTE 37	HOGANSBURG	NY	4
162201	162239	130278	BEARS DEN SMOKESHOP	ROUTE 37	HOGANSBURG	NY	4
162201	162239	288243	BORDERLINE GROCERY	ROUTE 37	BOMBAY	NY	4
162201	162239	496480	WOLF PACK GIFT	RT #37, BOX 121B	BOMBAY	NY	4
162201	162239	624567	TWIN LEAF GAS	ROUTE 37	HOGANSBURG	NY	4
162201	162239	715536	SPEEDWAY CONV	ROUTE 37	HOGANSBURG	NY	4
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	4
162201	0	436499	B&M SMOKESHOP	RT 37 BOX 19	HOGANSBURG	NY	4
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	4
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	4
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	4
162201	162239	130280	QIONKWAONWE SMOKE S	ROUTE 37	ROOSEVELTOWN	NY	4
162201	162239	562598	KANIKENHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	4
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	4
162201	162280	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	4
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	4
162202	162239	171473 (*)	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	4
162204	162223	635914 (*)	SMOKIN JOES TOB SHOP	SR 171	SUSQUEHANNA	PA	4
162204	162223	705046 (*)	SMOKIN JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	4
162204	162223	674333 (*)	SMOKIN JOES	270 W ROOSEVELT HWY	WAYMART	PA	4
162204	162223	581942 (*)	SUSQUEHANNA BEV	SO MAIN STREET	HALLSTEAD	PA	4
162204	162228	676785 (*)	SMOKIN JOES	300 N ELMIRA ST	SAYRE	PA	4
162204	162228	269987 (*)	JIM'S GROCERY	1 ALICE STREET	BINGHAMTON	NY	4
162204	162228	750647 (*)	SMOKIN JOES	RTE. 901	MINERSVILLE	PA	4
162204	162228	310108 (*)	SHEDDENS WHLS	RTE. 14	FASSETT	PA	4
162205	162230	641087	ONONDAGA NATION	DBA FIREKEEPERS DINE	NEDROW	NY	4
162205	162230	477231	ONONDAGA NATION	DBA KEVIN BUCKTOOTH	NEDROW	NY	4
162206	162235	243850 (*)	GIL MERRILL ENT, INC	55 CENTRAL PLAZA	ILION	NY	4

51854 8058

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SR TERR	RR TERR	SS	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY
162206	162236	685454	ONEIDA CASINO	RT 46	NEDROW	NY	4
162206	162236	700217	ONEIDA SMOKESHOP	RT 46 & TERRITORY RD	ONEIDA	NY	4
162206	162236	701565	SAV ON GAS	5233 PATRICK RD	ONEIDA	NY	4
162208	162220	621400 (*)	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	4
162208	162224	516457 (*)	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	4
162209	162221	689353	SMOKIN JOES TOBACCO	EAGLE GLEN S/C	E STROUDSBURG	PA	4
162209	162221	739242 (*)	TOBACCO ROAD V	FOUNTAIN SPRING RT 6	TANNERSVILLE	PA	4
162209	162222	412784 (*)	MONTAGE TOBACCO	632 DAVIS ST	SCRANTON	PA	4
162209	162222	646088 (*)	TOBACCO ROAD 111	RT 590	HAMLIN	PA	4
162209	162222	687425 (*)	TOBACCO ROAD IV	ROUTE 940 MT POCONO	MOUNT POCONO	PA	4
162209	162223	660922 (*)	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	4
162210	162227	738953 (*)	TOBACCO ROAD VI	WESTFALL TOWN CENT	MATAMORAS	PA	4

51854 8059

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INSERTS WILL BE SHIPPED TO SALES REPS IF NO RETAIL TERRITORY IS LISTED

SR TERR	RR TERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	QUANTITY
162301	162323	633761	(*) MINOR'S DISCOUNT BEV	292 LAKE STREET	ST ALBANS	VT	4
162301	162323	724066	(*) CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	4
162302	162320	494957	(*) POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	4
162302	162320	657371	(*) BEVERAGE KING	RTE 4A	BOMOSEEN	VT	4
162302	162320	576908	(*) WELLS TRADING POST	RTE 30	WELLS	VT	4
162302	162325	114561	(*) NEXT DOOR	RT 7	POWNALE	VT	4
162302	162325	623997	(*) SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	4
162302	162325	114544	(*) SMOKERS DEN	HUNT STREET	BENNINGTON	VT	4
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	4
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	4
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	4
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	4

51854 8060

HIGH VOLUME OUTLETS

NOVEMBER: DORAL CARTON ONCERT/ PROMOTION #701629

ONCERTS (ITEM #534110, PACKED 100/SKU) WILL BE SHIPPED TO RETAIL REPS 10/20/97.
USE ONCERT IN CONJUNCTION WITH NORMAL DISCOUNTING.

ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.

P.O.S. KITS include 2 Header Cards, 2 Side Cards, Poster.

UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.

(STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

ONCERTS WILL BE SHIPPED TO SALES REPS IF NO RETAIL TERRITORY IS LISTED

SR TERR	RR TERR	SIS #	INDICATE DISPLAY	ACCOUNT NAME	ADDRESS	CITY	STATE	On Cert (534110) 100/SKU R/Rep
162301	163830	633761	(*)	MINOR'S DISCOUNT BEV	292 LAKE STREET	ST ALBANS	VT	4
162301	163830	724066	(*)	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	4
162302	162320	494957	(*)	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	4
162302	162320	657371	(*)	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	4
162302	162320	576908	(*)	WELLS TRADING POST	RTE 30	WELLS	VT	4
162302	162325	114561	(*)	NEXT DOOR	RT 7	POWNALE	VT	4
162302	162325	623997	(*)	SHORT STOP VARIETY	MAIN STREET	BENNINGTON	VT	4
162302	162325	114544	(*)	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	4
162302	162325	386834		N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	4
162302	162325	114564		BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	4
162303	162322	619977		COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	4
162303	162324	130283		BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	4

51854 8061

HIGH VOLUME OUTLETS

NOVEMBER: DORAL CARTON ONSERT/ PROMOTION #701629

ONSETS (ITEM #534110, PACKED 100/SKU) WILL BE SHIPPED TO RETAIL REPS 10/20/97.
USE ONSERT IN CONJUNCTION WITH NORMAL DISCOUNTING.

ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.

P.O.S. KITS include 2 Header Cards, 2 Side Cards, Poster.

UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.

(STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

ONSETS WILL BE SHIPPED TO SALES REPS IF NO RETAIL TERRITORY IS LISTED

SR TERR	RR TERR	SIS #	INDICATES 8-CASE DISPLAY	ACCOUNT NAME	ADDRESS	CITY	STATE	100/SKU P. R/R
162601	162626	422076	(*)	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	2
162601	162626	303562	(*)	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	2
162601	162626	349196	(*)	JAY'S	5446 WALMORE RD	LEWISTON	NY	2
162601	162626	363986	(*)	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	2
162601	162626	790191	(*)	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	2
162602	162622	601185	(*)	49 EXPRESS	409 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	742675	(*)	ARROWHEAD SMOKE	852 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	197949	(*)	JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	526968	(*)	THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY	2
162602	162622	598116	(*)	T.P. DELI & FUEL	837 BLOOMINGDALE RD	BASOM	NY	2
162606	162225	673510	(*)	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	2
162606	162225	269621	(*)	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	2
162606	162623	035972		SENECA ONE STOP #010	BROAD ST.	SALAMANCA	NY	2
162606	162623	509388	(*)	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	2
162606	162623	521674	(*)	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	2
162606	162623	128513	(*)	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2
162606	162623	536774	(*)	JR'S SMOKESHOP	RT. 5 & LAKESHORE RD	IRVING	NY	2
162606	162623	440187	(*)	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	2
162606	162623	566889	(*)	SANDY'S PLACE	RT. 438	GOWANDA	NY	2
162606	162623	687893	(*)	NATIVE PRIDE	RT 20 & MILESTRIP	IRVING	NY	2
162606	162623	733079	(*)	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY	2
162606	162628	737880	(*)	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	2
162606	162628	675069	(*)	COLDSPRING SMOKE	W PERIMETER RD	STEAMBURG	NY	2
162606	162628	368567	(*)	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	2
162606	162628	675068		RICHARDS SMOKESHOP	W PERIMETER ROAD	STEAMBURG	NY	2
162606	162628	328435	(*)	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	2
162606	162628	482404	(*)	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	2
162606	162628	665431	(*)	ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	2

51854 8062

HIGH VOLUME OUTLETS

NOVEMBER: DORAL CARTON ONSET/ PROMOTION #701629

ONSETS (ITEM #534110, PACKED 100/SKU) WILL BE SHIPPED TO RETAIL REPS 10/20/97.
USE ONSET IN CONJUNCTION WITH NORMAL DISCOUNTING.

ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.

P.O.S. KITS include 2 Header Cards, 2 Side Cards, Poster.

UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.

(STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

ONSETS WILL BE SHIPPED TO SALES REPS IF NO RETAIL TERRITORY IS LISTED

ST. TERR	REP. TERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	QTY
163801	163827	679787	(*) PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	4
163802	163822	103182	(*) THE COUNTRY MILE	RT 31	GREENVILLE	NH	6
163802	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	4
163802	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	4
163802	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	4
163803	163821	643587	(*) CHAS GEM	RTE 10	WINCHESTER	NH	4
163803	163821	104065	(*) THE BIG S	48 MANNING HL	WINCHESTER	NH	4
163803	163821	230124	(*) BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	4
163803	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	4
163803	163821	104063	KULICKS SUPER MARKET	WARWICK RD	WINCHESTER	NH	4
163803	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	4
163803	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	4
163803	163821	733076	(*) RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	4
163803	163825	605251	(*) 5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	4
163804	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	4
163804	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	4
163805	163820	064556	(*) FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	6
163805	163820	103056	(*) TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	4
163805	163820	346403	(*) POST TIME	375 S BROADWAY	SALEM	NH	6
163805	163820	689422	(*) WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	4
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	4
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	4
163805	163820	104514	(*) SHYERS LOBSTER POUND	RT 28	SALEM	NH	4
163805	163820	702662	(*) SIGNAL VARIETY	RT. 125	PLAISTOW	NH	7
163805	163820	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	4
163806	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRIS	LACONIA	NH	4
163806	163826	743970	(*) CASE N KEG	MILL STREET	MEREDITH	NH	4
163806	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	4

51854 8063

HIGH VOLUME OUTLETS

NOVEMBER: DORAL CARTON ONSSERT/ PROMOTION #701629

ONSERTS (ITEM #534110, PACKED 100/SKU) WILL BE SHIPPED TO RETAIL REPS 10/20/97.

USE ONSSERT IN CONJUNCTION WITH NORMAL DISCOUNTING.

ONE P.O.S. KIT (ITEM # 533111) WILL BE SHIPPED TO EACH STORE LISTED 10/27/97.

P.O.S. KITS include 2 Header Cards, 2 Side Cards, Paster.

UTILIZE 8-CASE DISPLAYS FOR PROMOTION PLACEMENT (ITEM #527951) WHERE AVAILABLE.

(STORES SHIPPED 8-CASE DISPLAYS IN JUNE 1997 ARE INDICATED (*))

ONSERTS WILL BE SHIPPED TO SALES REPS IF NO RETAIL TERRITORY IS LISTED

SR TERR	RR TERR	SIS #	INDICATE 8-CASE DISPLAY	ACCOUNT NAME	ADDRESS	CITY	STATE	QTY (100/SKU) 100
163806	163826	643741	(*)	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	4
163806	163826	579433		LACONIA SPA	65 CHURCH ST	LACONIA	NH	4
163807	163823	572626		AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	4
163807	163823	490714		ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	4
163807	163824	486298	(*)	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	4

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